

FIG. 1

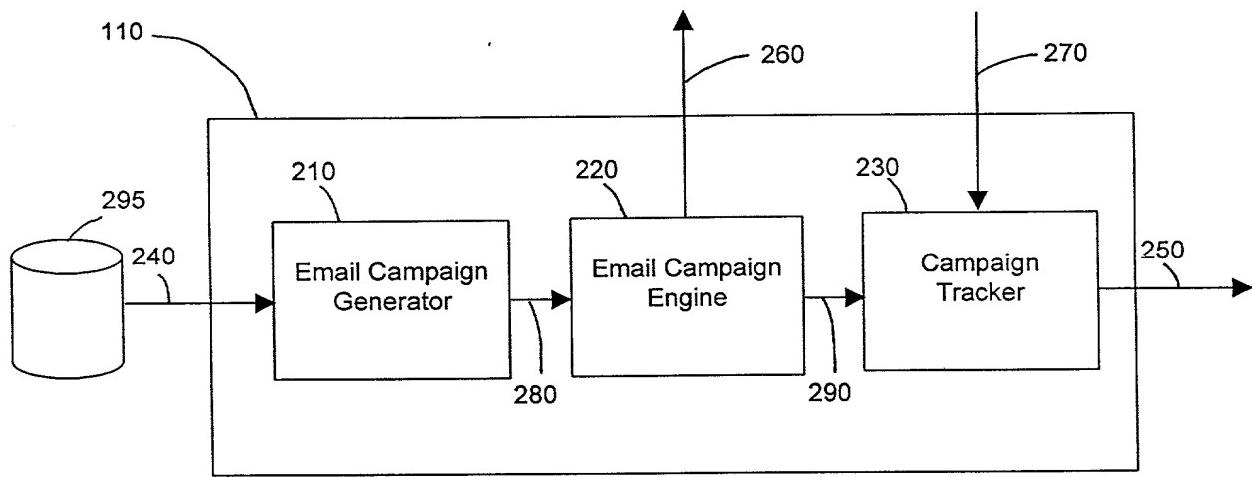


FIG. 2

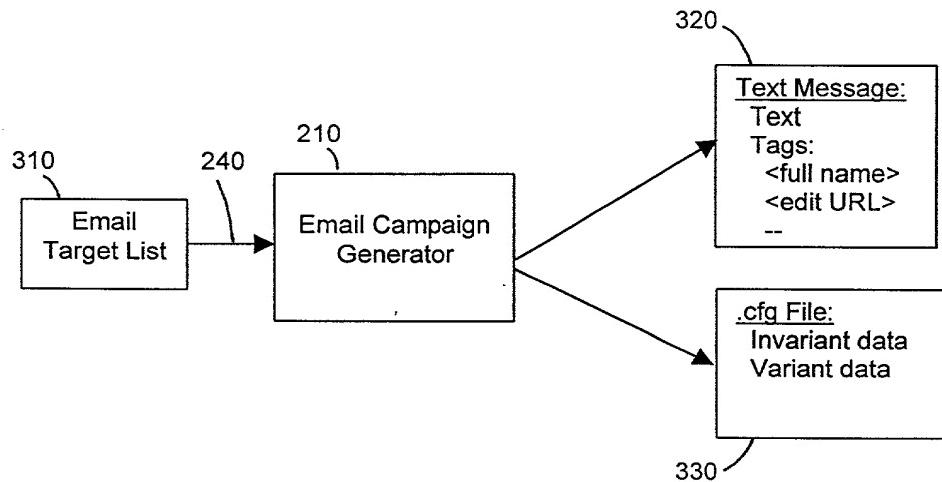


FIG. 3A

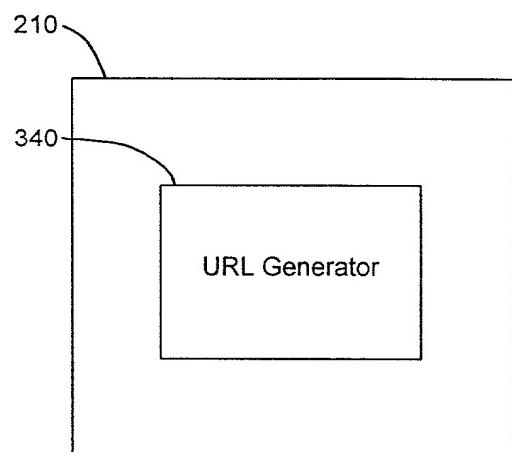


FIG. 3B

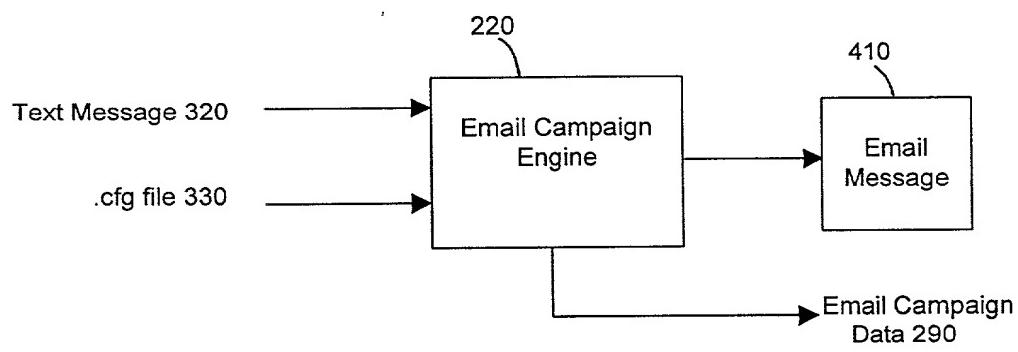


FIG. 4

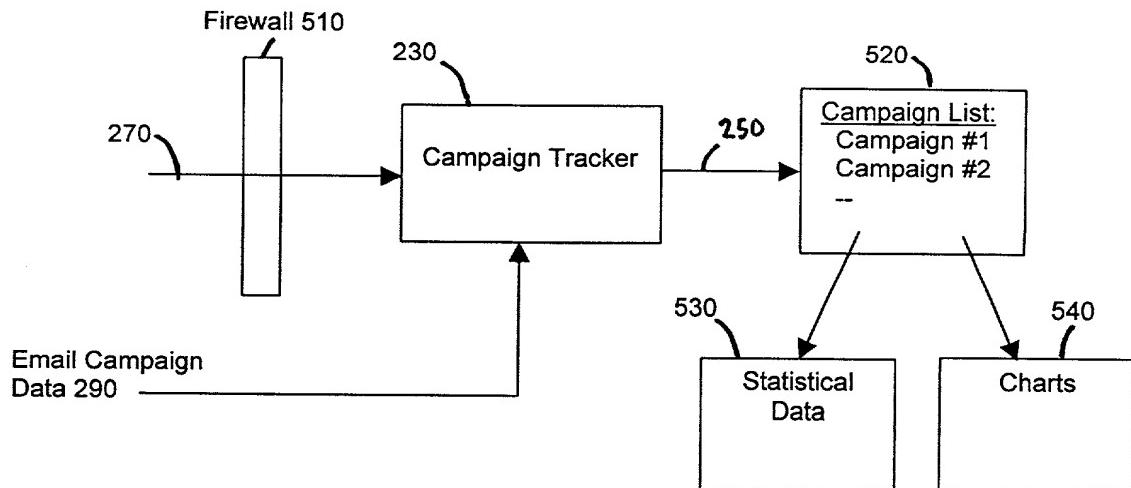
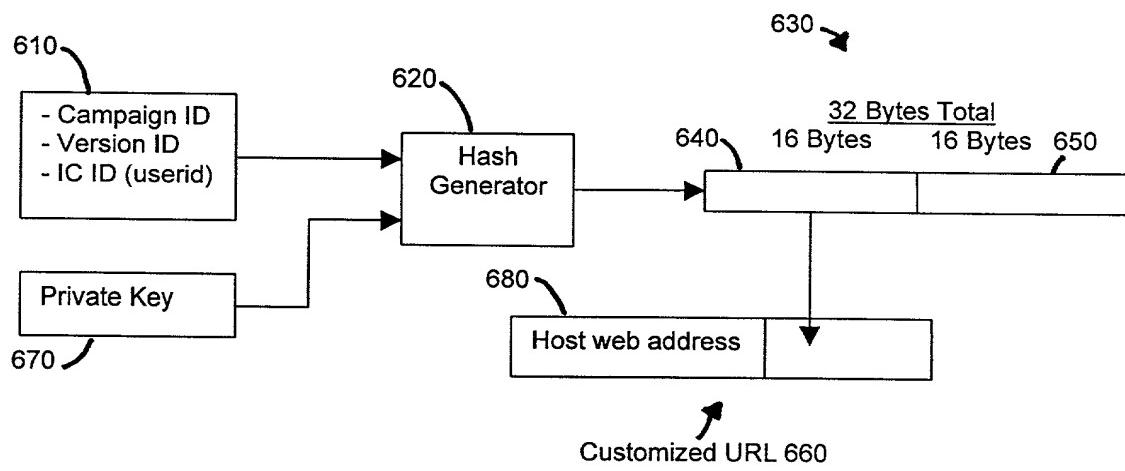


FIG. 5



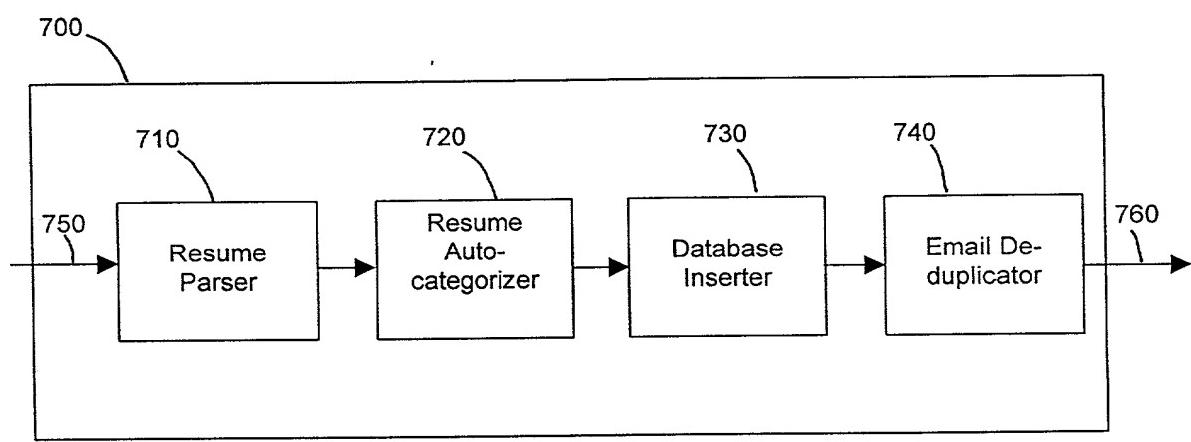


FIG. 7

[Intranet Home](#)
[Email Statistics Home](#)

Email Campaign History 800

| Campaign | Hits | Subject | Date Generated | Message Text | Demographics |
|----------|--------------|---|---------------------|---|-----------------------|
| 31.1 | 816 4.56% | We found your resume (w/name) Pt. 2 | 2000-03-03 17:05:00 | ICSolicitation031.01.txt | Chart |
| 31.11 | 2.10% | We found your resume (follow-up to 31.1) | 2000-03-14 13:46:00 | ICSolicitation031.011.txt | Chart |
| 30.1 | 20.00% | We found your resume (w/name) pt. 1 | 2000-03-03 16:13:00 | ICSolicitation030.01.txt | Chart |
| 29.1 | 24.00% | We found your resume (w/name) | 2000-02-14 16:31:00 | ICSolicitation029.01.txt | Chart |
| 29.11 | 2.56% | We found your resume (w/name: follow-up #1 to 29.1) | 2000-02-23 16:02:00 | ICSolicitation029.011.txt | Chart |
| 28.1 | 14.00% | We found your resume | 2000-01-28 18:25:00 | ICSolicitation028.01.txt | Chart |
| 28.11 | 16.09% | We found your resume (follow-up #1 to 28.1) | 2000-02-04 18:55:00 | ICSolicitation028.011.txt | Chart |
| 27.1 | 17.00% | We found your resume | 2000-01-25 19:39:00 | ICSolicitation027.01.txt | Chart |
| 27.2 | 14.00% | We found your resume | 2000-01-28 18:22:00 | ICSolicitation027.02.txt | Chart |
| 27.11 | 11.90% | We found your resume (follow-up #1 to 27.1) | 2000-02-04 18:54:00 | ICSolicitation027.011.txt | Chart |
| 27.21 | 9.20% | We found your resume (follow-up #1 to 27.2) | 2000-02-04 18:55:00 | ICSolicitation027.021.txt | Chart |
| 11.1 | 31.91% | We found your resume | 1999-10-19 18:24:00 | ICSolicitation011.01.txt | Chart |
| 11.2 | 17.20% | We found your resume | 1999-10-22 16:05:00 | ICSolicitation011.02.txt | Chart |

FIG. 8A

[Intranet Home](#)
[Email Statistics Home](#)

Email Campaign Summary ⁸¹⁰

We found your resume (w/name) Pt. 2

Email(s) Sent in this Campaign: 900

Email(s) that Bounced: 0 (0%)
Successful Visits: 41 (4.56%)
Delete Requests: 0 (0.00%)

[Further Details...](#)

Category Breakdown

| | | |
|-------------------------------|---|-------------|
| IT - OTHER | ■ | 13 (31.71%) |
| OTHER | ■ | 10 (24.39%) |
| ADMINISTRATIVE | ■ | 5 (12.20%) |
| ARCHITECT /ENGINEERING | ■ | 3 (7.32%) |
| EXECUTIVE /MANAGEMENT | ■ | 3 (7.32%) |
| MARKETING /ADVERTISING /PR | ■ | 2 (4.88%) |
| FINANCE /ACCOUNTING | ■ | 2 (4.88%) |
| SALES /BUSINESS DEVELOPMENT | ■ | 1 (2.44%) |
| LEGAL /LAW | ■ | 1 (2.44%) |
| CUSTOMER SERVICE /CALL CENTER | ■ | 1 (2.44%) |

State Breakdown

| | | |
|----|---|----------|
| CA | ■ | (45.12%) |
| TX | — | (23.45%) |
| DC | - | (12.01%) |
| WA | = | (7.93%) |
| OR | • | (2.32%) |
| NY | • | (2.12%) |
| NJ | • | (2.07%) |
| MA | • | (1.97%) |

FIG. 8B

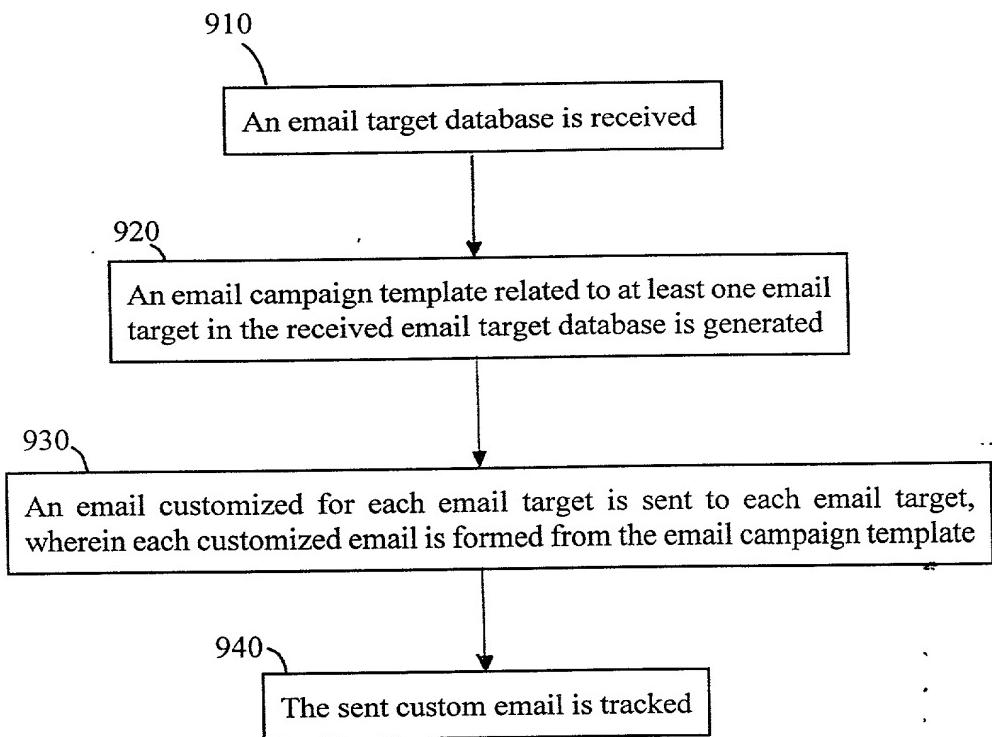


FIG. 9

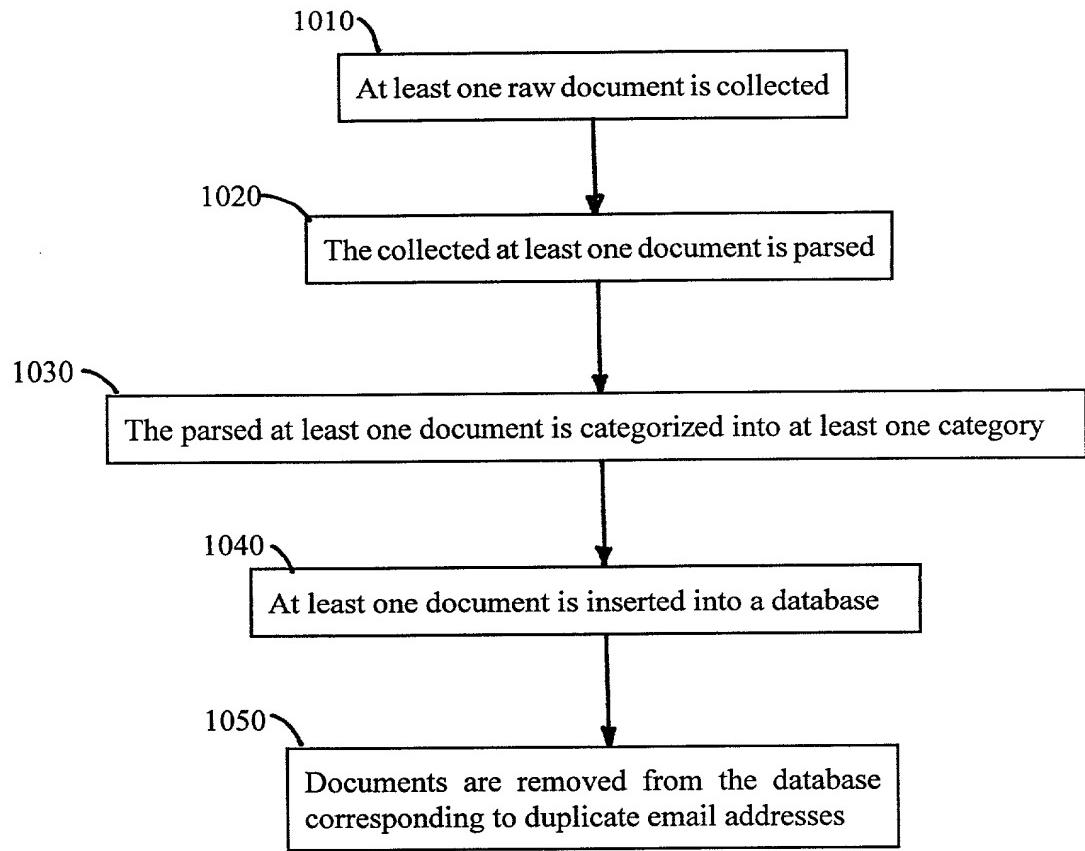


FIG. 10

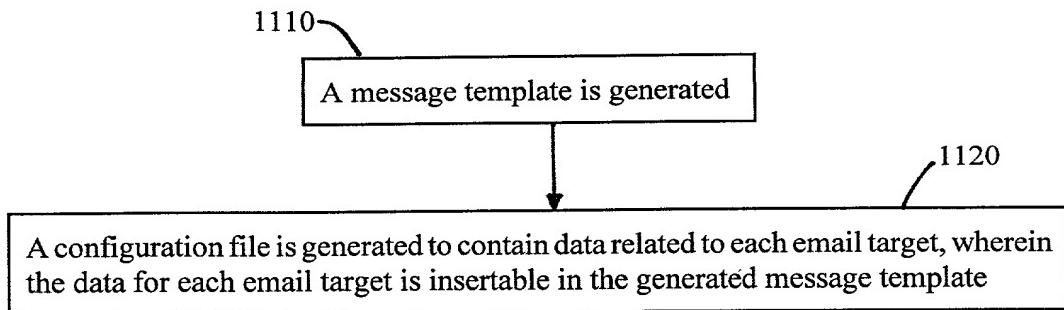


FIG. 11A

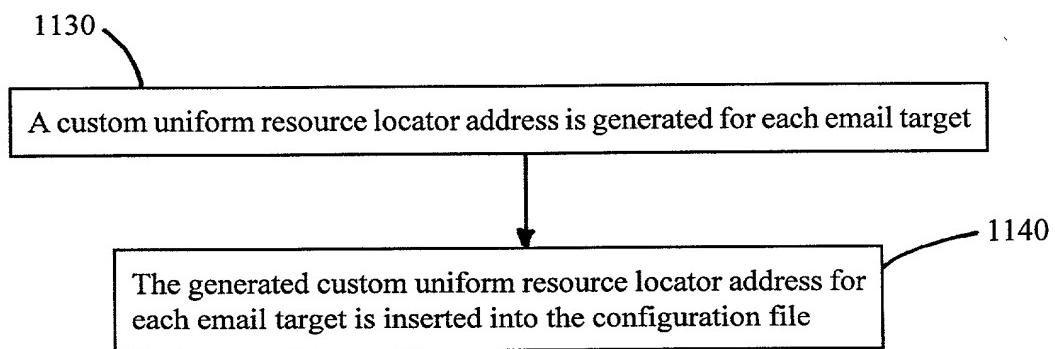


FIG. 11B

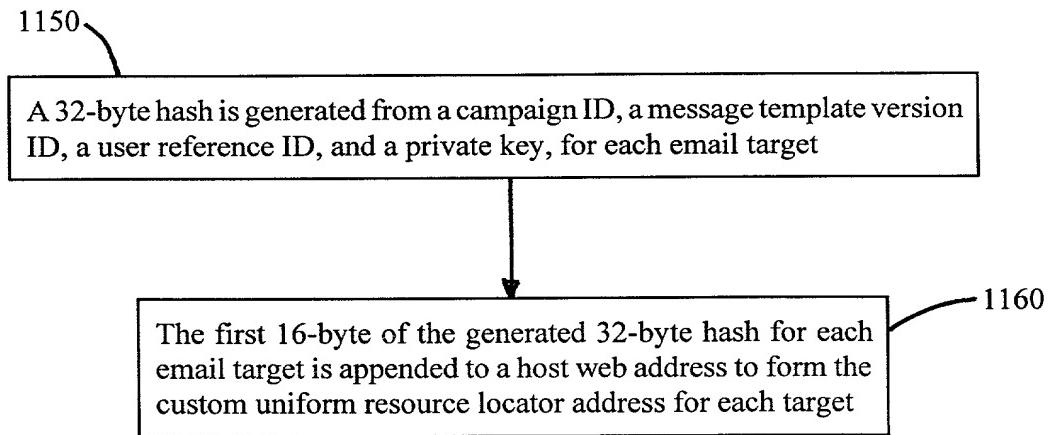


FIG. 11C

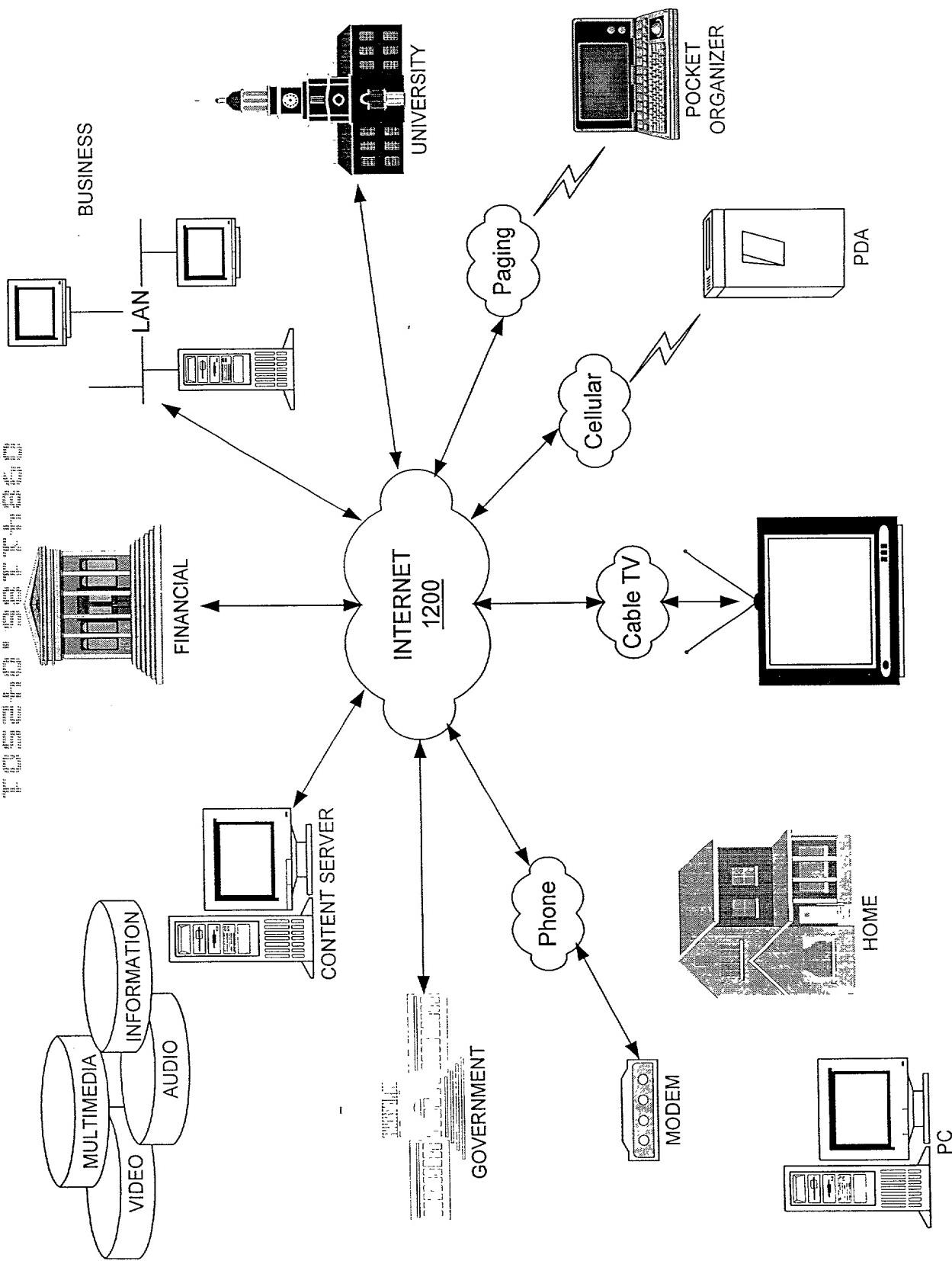
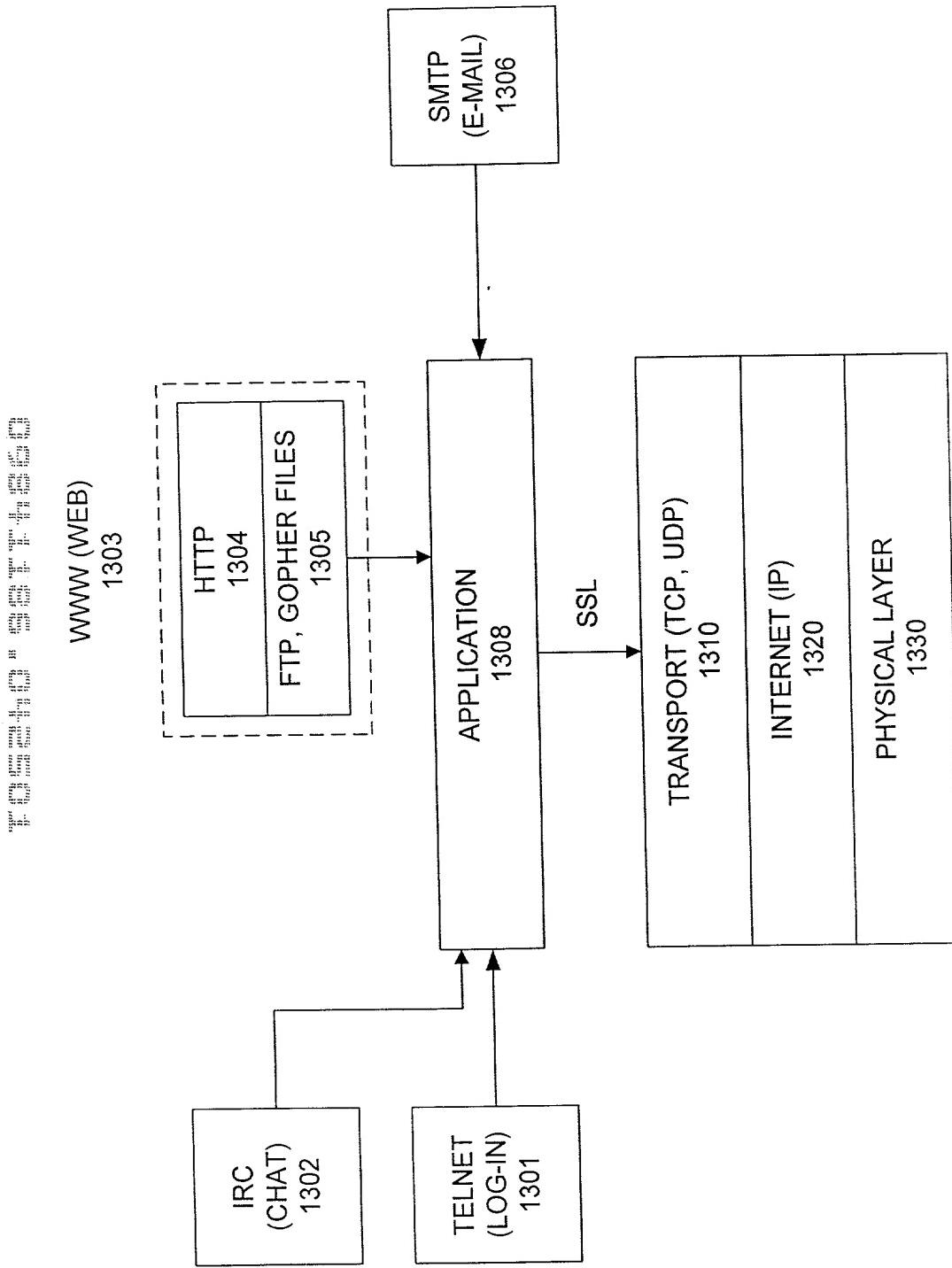
FIG. 12

FIG. 13

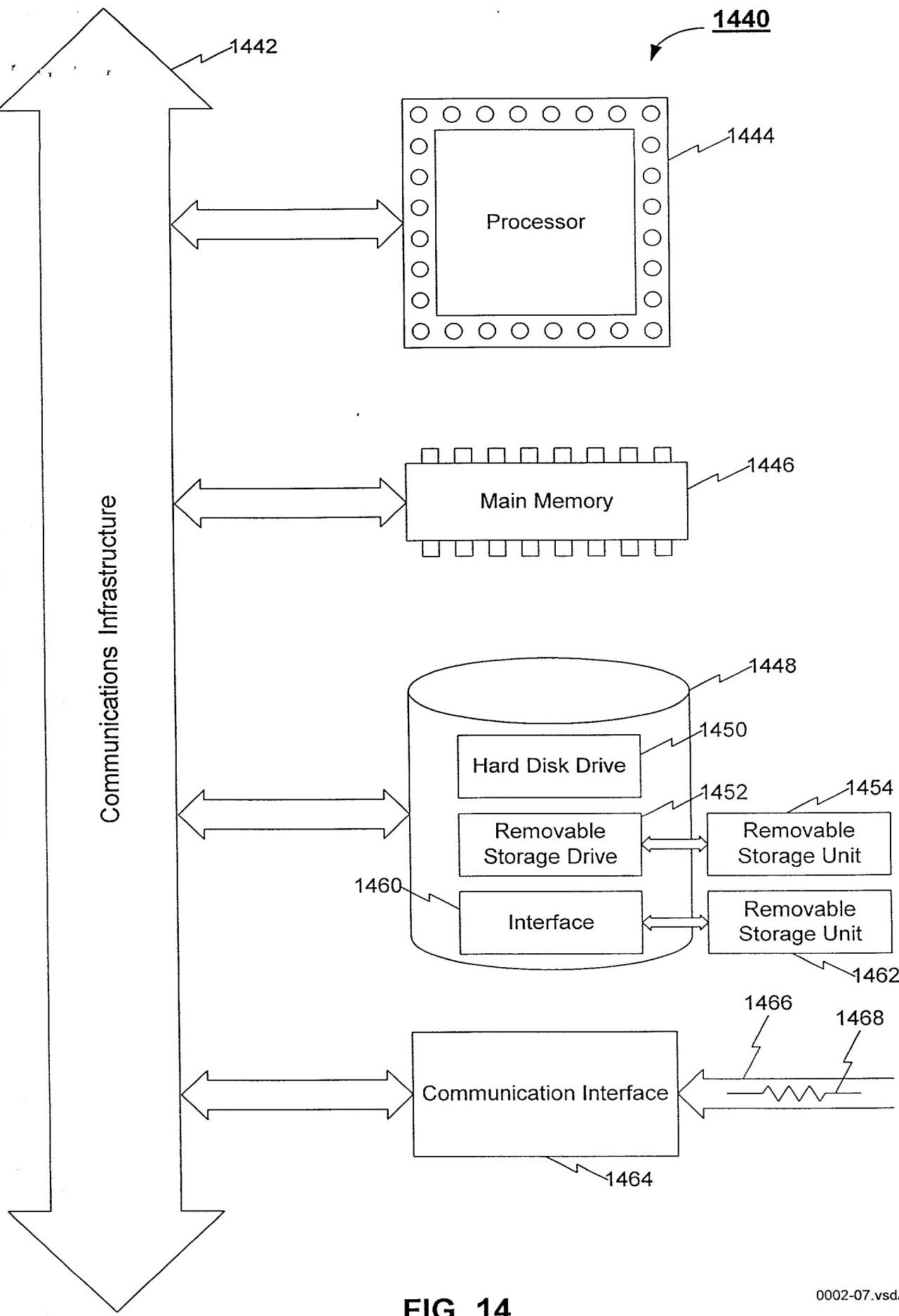


FIG. 14